L.A./L.B./Oakland Ports To Bangkok, Thailand

Raisins

Monthly Market Share For: May 1997

Month\Year: 1\1

Month\Year: 1\1				ges:									
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Evergreen	90%	90%	28 Days	\$2,174	\$80 ¹			Al					\$2,254
Cho Yang	10%	10%	25 Days	\$1,250	\$80 ¹			ΑI					\$1,330

¹ Rate is per container

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L.A./L.B./Oakland Ports To Busan, South Korea

Raisins

Monthly Market Share For: May 1997

Month\Year: 7\18

Month\Year: /\18	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Neptune	86%	34%	17 Days	\$1,144	\$80 ¹		Al	Al				17 KT	\$1,224
Cho Yang	14%	23%	13 Days	\$1,025	ΑI		ΑI	Al					\$1,025
Evergreen	0%	39%	26 Days	\$1,442	ΑI		ΑI	Al					\$1,442
Hanjin	0%	4%	12 Days	\$1,427	\$80 ¹		ΑI	\$453 ¹					\$1,960

¹ Rate is per container

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L.A./L.B./Oakland Ports To Hong Kong

0%

2%

Raisins

Monthly Market Share For: May 1997

19 Days

Month\Year: 11\22 Surcharges: Market Market **Transit** Time Carrier Share Share CY Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** \$1,442 ΑI Evergreen 62% 46% 15 Days ΑI \$1,442 ΑI \$950 COSCO 17% 17% 27 Days \$950.00 ΑI K Line \$80¹ ΑI 17 KT \$1,222 9% 16 Days \$1,142 9% \$80¹ Maersk 9% 4% 14 Days \$1,142 17 KT \$1,222 ΑI Hyundai 3% 16 Days \$1,142 \$80¹ ΑI \$1,254 8% Cho Yang 0% \$950.00 ΑI \$950 9% 18 Days ΑI Yang Ming 0% 16 Days \$3,150 ΑI ΑI \$3,150 4%

\$80¹

ΑI

17 KT

\$1,222

\$1,142

Neptune

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¹ Rate is per container

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Raisins

Monthly Market Share For: May 1997

Month\Year: 1\3

Month\Year: 1\3								Surcharg					
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Mitsui OSK	100%	33%	16 Days	\$1,812	\$80 ¹			\$100 ¹					\$1,992
Cho Yang	0%	67%	24 Days	\$981.00	\$80 ¹			Al					\$1,061

¹ Rate is per container

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L.A./L.B./Oakland Ports To Keelung, Taiwan

Raisins

Monthly Market Share For: May 1997

Month\Year: 8\27

Month\Year: 8\27												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Evergreen	63%	74%	20 Days	\$1,474	Al		Al	Al				\$1,474
Yang Ming	25%	22%	19 Days	\$919.00	\$80 ¹		9%	AI				\$1,082
P&O Nedlloyd	13%	4%	19 Days⁵	\$974.00	\$80 ¹		9%	ΑI				\$1,142

¹ Rate is per container

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 $^{\,\,}$ Transit time is based on departure from Los Angeles, CA.

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Raisins

Monthly Market Share For: May 1997

Month\Year: 8\14

,	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
P&O Nedlloyd	61%	49%	28 Days	\$1,694	\$80 ¹			Al					\$1,774
Hyundai	26%	36%	20 Days										
Senator	13%	14%	24 Days	\$1,291	ΑI	<u>'</u>	· ·	ΑI			·	<u>'</u>	\$1,291

¹ Rate is per container

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L.A./L.B./Oakland Ports To Singapore

Raisins

Monthly Market Share For: May 1997

Month\Year: 6\12

,													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	 BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	36%	18%	20 Days	\$1,494	\$80		15%	Al					\$1,798
Cho Yang	33%	49%	22 Days	\$1,075	ΑI		Al	ΑI					\$1,075
Evergreen	16%	8%	30 Days	\$1,974	\$80 ¹		15%	ΑI					\$2,350
K Line	16%	8%	20 Days	\$1,494	\$80 ¹		15%	ΑI					\$1,798
Hyundai	0%	17%	19 Days	\$1,837	\$80 ¹		15%	ΑI					\$2,193

¹ Rate is per container

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L.A./L.B./Oakland Ports To Tokyo, Japan

Raisins

Monthly Market Share For: May 1997

Month\Year: 51\329

	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
NYK Line	30%	36%	11 Days	\$748.00	\$80 ¹		38%	\$453 ¹					\$4,565
Hanjin	25%	15%	11 Days	\$620.00	\$80 ¹		38%	\$453 ¹					\$1,389
Yang Ming	24%	28%	10 Days	\$1,300	\$80 ¹		Al	ΑI					\$1,380
Cho Yang	14%	9%	11 Days	\$1,266	\$80 ¹		Al	ΑI					\$1,346
K Line	7%	9%	10 Days	\$748.00	\$80 ¹		38%	\$453 ¹					\$1,565
Sea-Land	0%	1%	10 Days	\$748.00	\$80 ¹		38%	\$453 ¹					\$1,565

¹ Rate is per container

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